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November 1995

A Newsletter for Minority Business Enterprise Vendors and Property Management Professionals

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Demonstration Hurdles Cleared

by Steven Pierce, MHFA Executive Director

After months of intense negotiations, MHFA, the U.S. Department of Housing and Urban Development (HUD), and residents recently arrived at the long-awaited position of signing final agreements and beginning the real work of the Demonstration Disposition Program. On July 28, 1995, the financing agreement between MHFA and HUD was signed at a formal ceremony in the South End. On September 27, 1995, HUD and MHFA signed another crucial agreement — the Annual Contributions Contract, which locks in approximately $101 million in federal Section 8 rental assistance funding for the Demonstration over the next 15 years. This amount is added to the $27 million in pre-existing Section 8 contract authority and $65 million in resident rental payments to cover ongoing operating costs for the developments. Rehabilitation costs will be assisted by HUD's commitment of $187 million from the Federal Housing Administration Insurance Fund.

Another milestone date was August 1, 1995, when resident-selected property management companies took over management of the developments. As with all aspects of the Demonstration, these management companies are seeking 80% minority participation. MBEs that can offer goods and services for the day-to-day operation of this housing are invited to contact the property managers directly. (See box on page 3.)

With financing and management in place, the huge task of rehabilitation moves to the fore. Emergency lead paint abatement, contracted through MHFA, was completed in August for all units with children under six years of age. Further lead removal during construction will be performed by qualified general contractors or subcontractors that the GCs select.

Comprehensive repair plans by MHFA-selected architects were endorsed by residents and submitted to HUD in August for approval. Working drawings and bid specifications for most of the developments are expected to be

(continued on page 3)

Goss Photography

Residents signed the HUD Demonstration agreement on July 28. (l–r) Mary Paschal for the Theroch I & II Tenants Association; Shirley Mitchell, President of the Grove Hall Residents Association; and Miniard Culpepper, Assistant General Counsel for HUD.

MHFA and City of Boston Certify Joint Ventures

Joint business ventures between minority- and majority-owned businesses working on MHFA contracts can now be certified by the City of Boston's Minority & Women Business Enterprise Office. Mayor Menino and Thomas Gleason, MHFA Deputy Director, signed an agreement for the certification process on July 28, 1995. The agreement has significance for firms seeking certification as a minority- or woman-owned business in their bid to win contracts for the HUD Demonstration Disposition Program.

"Forming a joint venture can be a very important tool for minority-owned businesses. It gives them an opportunity to take on larger contracts and increase their experience," said Wilson Henderson, MHFA Director of Equal Opportunity. "For joint-venture work to count toward 80% MBE participation in the Demonstration, the partnership must be at least 51% minority owned. If 51% or higher minority control is maintained throughout the contract, 100% of the contract dollars will count toward the MBE target."

The City of Boston will review joint venture agreements for firms working on MHFA contracts and verify that the agreements spell out the amount of minority control in the partnership. MHFA will provide ongoing monitoring of the joint ventures.

Brooke Woodson, Executive Director of the City of Boston's Minority & Women Business Enterprise Office, stated, "This is an excellent example of coordination between the state and city. Both feel strongly that the business generated by the Demonstration Disposition Program should benefit businesses located in the neighborhoods where this housing is located. It's a minority initiative with the end result of community building and reinvestment."

MHFA Monitoring

MHFA has a contract with Daniel Dennis & Company to learn monitoring techniques to assure that MBE-controlled joint ventures maintain their minority control throughout all phases of the contract. Four members of MHFA's Equal Opportunity Division received hands-on training by following a CPA from Dennis & Co. as he conducted a financial analysis and site visit for an existing joint venture. MHFA staff will take over monitoring of other joint ventures and report their findings to the City of Boston's Minority and Women Business Enterprise Office. ■

Summary of Demonstration Disposition Business Opportunities

Trade Category	Status
Lead Paint Abatement Contractors	Emergency Lead Paint Abatement Program was completed in August 1995. General contractors, when selected, will be responsible for coordinating future lead paint removal during rehabilitation of the developments.
Property Management Companies	Management companies were selected by resident associations in June and started their contracts on August 1, 1995. MBEs should refer to the list on page 3 for contacts and telephone numbers. Property managers are gathering vendor information.
Relocation Consultants	Request for proposals were advertised nationally. There will be four contract packages for the relocation of a total of 1,500 families over a two-year period beginning Spring 1996. Proposals are due to MHFA by 5:00 p.m. on November 20th. Consultant selections will be made the first week of December. Contact Anthony Carr, MHFA Senior Asset Management Officer, at (617) 854-1188 for more information. Pre-bid conference will be held at MHFA on November 10, 1995, at 11:00 a.m.
Architects	Comprehensive repair plans by MHFA-selected architects were endorsed by residents and submitted to HUD on August 15, 1995. Working drawings and bid specs for most of the developments are expected to be completed and ready for bid by Spring 1996.
General Contractors	Contractor surveys continue to be sent to minority contractors. See box on page 7 for information on receiving a survey.

To date, a total of $9,372,620 has been awarded for Demonstration Disposition contracts. Of this amount, $8,042,484, or 85.8%, has been awarded to MBE firms as prime contractors. Women business enterprises have been awarded prime contracts of $471,247, or 5%.

Attend MHFA's MBE Linkage Program Advisory Committee meetings to find out the latest Demonstration Disposition information. Call Gustavo Vara-Billota, Sr. EO Analyst, at (617)854-1827 for upcoming meeting dates.

Massachusetts Housing Finance Agency
One Beacon Street
Boston, MA 02108
(617) 854-1000
EQUAL HOUSING OPPORTUNITY

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Three MBEs Honored

MHFA honored three outstanding business entrepreneurs and community leaders with Distinguished Small Business Accomplishment Awards at the September 26th MBE Linkage Program Advisory Committee meeting. The awards were presented by MHFA Deputy Director Tom Gleason and Equal Opportunity Officer Patricia Weems in celebration of President Clinton's proclamation declaring September 24–30 National Minority Business Enterprise Development Week.

Award recipients were selected on the basis of their high-quality performance over the years and commitment to expanding business opportunities within the minority community.

Dr. James Jennings, Director of the Trotter Institute at the University of Massachusetts-Boston, made keynote remarks regarding the roles of MBEs in fostering economic development. "Without economic development, social and educational problems will remain in our communities," he said.

The honorees were:

Kenneth Guscott,
Long Bay Management Company

Robert Hernandez,
Attorney

Bhagchand D. Nayak, B.D. Nayak Architects & Planners, Inc.

Kenneth Guscott is CEO of Long Bay Management Company, a Roxbury-based property management and development firm. Long Bay is an active partner in MHFA's Boston Inner-City Task Force. Weems saluted the company for its commitment to

(continued on the next page)

Distinguished Small Business Accomplishment Awards were presented by MHFA to (l–r) Bhagchand D. Nayak, Kenneth Guscott, and Robert Hernandez.

Demonstration Hurdles Cleared

(continued from page 1)

completed and ready for bid in the spring. Preliminary plans indicate that the total number of units in the Demonstration will decrease from 1,900 units to approximately 1,650. This reconfiguration is needed to address serious overcrowding of families and handicapped accessibility. The NAACP, in its application of the Consent Decree, has already given preliminary approval for the proposed unit reconfiguration for eight of the ten Demonstration packages.

As construction plans are developed, relocation looms. A request for proposals was issued in October to find relocation specialists to supervise the task of finding temporary housing for 1,500 families over the two-year construction period. (See Demonstration Business Opportunities box for information on this RFP and proposal deadlines.)

Last, but not least among the past few months' events, MHFA welcomed the addition of Academy Homes II to the Demonstration Disposition Program. As part of the agreement signed on July 28, MHFA is serving as interim asset manager for the 315-unit development, which joins the other ten Demonstration packages. HUD is working to secure additional funding for this housing, and MHFA will work with the residents to develop a plan for its redevelopment.

I want to thank all of the resident associations for their patience and responsiveness. To enhance communication, MHFA's Asset Management Division is now holding monthly meetings with resident associations at Freedom House. The first of these meetings occurred on Tuesday, October 17. I also want to commend HUD and MHFA staff and others within the community for their hard work in keeping the Demonstration Disposition Program on track. Soon we will start to see the transformation of these neighborhoods into economically vital and healthy communities. ■

Goss Photography

(l–r) Governor William Weld; Nicolas Retsinas, HUD Assistant Secretary for Housing/Federal Housing Commissioner; and Steven Pierce, MHFA Executive Director; addressed residents and community leaders at the July 28 HUD Demonstration signing.

Management Companies for Demonstration Disposition Properties

MBE vendors are invited to call the following Demonstration Disposition management companies.

Academy Homes II	*Edwin D. Abrams, Inc.* *Martha Abrams-Bell, Chief Operating Officer* *(617) 424-1300*
Camfield Gardens	*Cornell Management Corp. & Peabody Properties, Inc.* *Stephan Baptista, President* *(508) 991-5715*
Fieldstone Apts.	*Lorenzo Pitts, Inc.* *Lorenzo Pitts, President* *(617) 267-3244*
Franklin Park I & II	*Long Bay Management Co.* *Kenneth Guscott, President* *(617) 266-8604*
Geneva Apartments	*Sentry Property Management Corp.* *Dick Cooper, President* *(617) 566-5500*
Grant Manor	*Sentry Property Management Corp.* *Dick Cooper, President* *(617) 566-5500*
Grove Hall	*Edwin D. Abrams, Inc.* *Martha Abrams-Bell, COO* *(617) 424-1300*
Roxse Homes	*Maloney Properties, Inc.* *Mark Maloney, President* *(617) 449-7887*
Sonoma, Maple & Schuyler	*Sentry Property Management Corp.* *Dick Cooper, President* *(617) 566-5500*
Theroch I & II	*Cruz Management Co., Inc.* *John B. Cruz III, President* *(617) 445-8117*
Washington Heights	*Gibraltar Associates, Inc.* *Carolyn Gibson, President* *(617) 445-7662*

MBEs Capture $29.5 Million in Vendor/Construction Contracts in FY '95

I. Total Operating Expenditures at MHFA-Financed Developments

A. In MHFA Linkage Area I — 55% MBE Goal *(72 developments in Roxbury, North Dorchester, Mattapan, and parts of Jamaica Plain and the South End):*

Total Contracts Awarded:	$ 11,661,338
MBE Contracts Awarded:	$ 5,655,359
MBE Goal Achievement:	48%

B. Linkage Area II — 20% MBE Goal *(12 developments recently classified as part of the Linkage Area with transitional MBE goals):*

Total Contracts Awarded:	$ 4,778,995
MBE Contracts Awarded:	$ 1,031,150
MBE Goal Achievement:	22%

C. Balance of State — 12% MBE Goal *(results not including Linkage Areas):*

Total Contracts Awarded:	$ 79,606,738
MBE Contracts Awarded:	$ 11,398,463
MBE Goal Achievement:	14%

D. Developments Statewide — *440 developments (includes Linkage Areas):*

Total Contracts Awarded:	$ 96,047,071
MBE Contracts Awarded:	$ 18,084,972
MBE Goal Achievement:	19%

II. Construction Projects

Total Construction Contracts Awarded:	$ 63,771,256
MBE Construction Contracts Awarded:	$ 11,429,158
MBE % of Contracts Awarded:	18%

III. TOTAL (Vendor and Construction Awards Statewide)

Total Contracts Awarded:	**$159,818,327**
Total MBE Dollars:	**$ 29,514,130**
MBE % of Contracts Awarded:	**18%**

Note: Results are for developments in MHFA's existing portfolio. These figures do not include HUD Demonstration Disposition Program contracts. See Demonstration chart on page 2.

Professional Goal Achievements

Significant progress has been made in the area of MHFA's professional goals for MBE accountants, attorneys, and insurance agents. Linkage Area I had a 30% MBE professional goal, and 36% was achieved in FY '95. That translates to $1,927,011 awarded to minority professionals in these three categories. In the transitional Linkage Area II with its 5% goal, 3% was achieved, or $51,390 awarded. A 5% MBE professional goal was set for the balance of the state, and 6% was achieved — $1,186,702.

Three MBEs Honored

(continued from the previous page)

providing quality services with an emphasis on contributing to the community. "Long Bay shows that the right individuals with the right plan can turn around urban decay," she said.

Robert Hernandez, a Boston-area attorney and cum laude graduate of Harvard Law School, was commended for his work as a legal consultant to MHFA's Legal Division. Hernandez specializes in civil rights and consumer protection law. He currently serves as president of the New England Region of the Hispanic National Bar Association and is a past president of the Massachusetts Association of Hispanic Attorneys.

Bhagchand D. Nayak, the third award recipient, is the founder of B.D. Nayak Architects & Planners, Inc., and has worked extensively in the single-family and multi-family housing markets, most recently with MHFA's Demonstration Disposition Program. His firm was recognized for its commitment to improving inner-city communities and its 100% minority professional staff.

MHFA Applauds Management Companies' Achievements

Meeting/Exceeding 55% Goal

Gibraltar Associates, Inc.,
Carolyn Gibson, CEO

High Fort Management, *Lloyd King, CEO*

Long Bay Management,
Kenneth Guscott, CEO

Meeting/Exceeding 20% Goal

Abrams Management Company,
Edwin Abrams, President

CJ Management Company, *Wendell Yee, CEO*

NHP Property Management,
Cooper Winston, Regional Vice President

Tenants Development Corp.,
Girma Belay, Executive Director

Balance of State (Meeting/Exceeding 12% Goal)

A & D Management Company,
Delia Cassano, CEO

Abrams Management Company,
Edwin Abrams, President

ACM Associates, *Paul Clayton, CEO*

Alcourt Management Company,
John Vernalia, CEO

Allandale Management Company,
Alfred J. Katz, CEO

AMR & Associates, *Angelo Russo, CEO*

Appleton Corporation,
Paul Stelzer, President

Barkan Management, *William DiShino, CEO*

Beech Management, *Fay Semple, CEO*

Better Cities Management Company,
C. Lansing Fair, CEO

B.F. Faulkner Tower Management Company, *Burton F. Faulkner, CEO*

The Boston Land Company,
Joshua Davidson, President

CJ Management Company, *Wendell Yee, CEO*

Caribe Management Corp.,
Maggie Rodrigues, Property Manager

Charlysade Apartments Management Company, *Gladys Shapiro, CEO*

Claremont Management Corp.,
Charles Moran, Executive Vice President

Community Builders, *Judith Weber, Director - Property Management*

Community Habitat, Inc., *Hinda Simon-Snyder, CEO*

Corcoran Management,
Robert Pickette, CEO

Cornerstone Corp., *Robert Evans, CEO*

Cruz Management Company,
John B. Cruz III, CEO

Federal Management Company,
Betty Anderson, CEO

Fort Heath Management,
Sanford Kaplan, CEO

Gilbane Properties, *Robert Gilbane, CEO*

Glendale Court Management Company,
Sal Sacro, CEO

Greater Lynn Special Needs,
Elaine White, CEO

Harvard Real Estate, Inc.,
Sheldon Tandler, Treasurer

Hillcrest Management Company,
Harold Lash, CEO

Independent Managers, Inc.,
Sandra Blackman, IMI Partner

Insignia Management,
William Connolly, CEO

JCH Management Corp.,
Ellen Feingold, President

JCM Management Company, Inc.,
Rita Frost, Vice President

Keith Properties, *John Keith, CEO*

L.E. Smith Management Company,
Loring E. Smith, CEO

Lombardi Management,
Louis Lombardi, CEO

MB Management, *Howard P. Porter Jr., Director of Housing Management*

MRE Inc.,
Denise M. Baxter, Property Manager

Maloney Properties,
Mark Maloney, President

Marken Properties, Inc., *Ann Berezin, CEO*

Metro Management Company,
Albert Calderelli, CEO

NCDF, *Therese Kelly, Executive Director*

NHP Property Management,
Cooper Winston, Regional Vice President

Nueva Esperanza Management Company,
Caroline Bryda, Fiscal Director

Parkview Management Company,
Philip Manzi, CEO

Peabody Properties, *Barry Kelliher, CEO*

Quabbin Management, Inc.,
Arthur Platt, CEO

S-C Management Company,
Irma Schretter, CEO

Shoreline Corporation,
Melanie Nordquist, CEO

Skyline Management,
Robert J. Joseph, President

State Street Development & Management Corp., *Allen Carleton, CEO*

Stern Management Associates,
Roger Stern, President

Sullivan Associates, *Robert Sullivan, CEO*

Tambone Corp., *Anthony Tambone, CEO*

U.S. Housing Management,
David Lichtenstein, President

Valley Real Estate, *Paul J. Oldenburg, CEO*

Westwood Management Corp.,
Ellen Hallen, CEO

Wilder Richman Management Corp.,
Debra Reid, Executive Vice President

Winn Management Company,
Arthur Winn, CEO

A Message from Steven Pierce, MHFA Executive Director

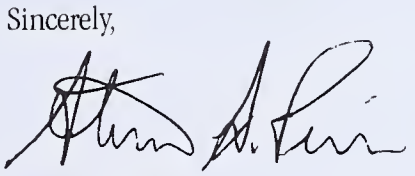
I want to thank each and every one of the property management companies listed here for their MBE goal achievements for Fiscal Year 1995. Sixty-two different management companies met or exceeded MBE goals for their MHFA-financed developments. This surpasses the number of management companies that accomplished this last year and demonstrates the continuing dedication of property managers to provide contract opportunities for qualified MBEs.

The accomplishments of these management companies are exemplary and demonstrate that through outreach, communication, and flexibility, property managers and minority-owned businesses are finding each other and building strong working relationships.

The chief executive officers and staffs of these management companies are honored in this issue of *CEO.* They were also recognized at an awards ceremony held at MHFA on October 24. Without property managers' participation and faith in the achievability of these goals, MHFA could not work as effectively toward building community around the housing that it finances. Economic opportunities are crucial to healthy housing and healthy neighborhoods.

The Massachusetts Housing Finance Agency commends these management companies for a job well done.

Sincerely,



Steven D. Pierce

The SBA Way

MHFA recently sponsored a workshop for MBEs who are interested in HUD Demonstration Disposition work to learn about the Small Business Administration (SBA) and the technical and financial assistance that it offers.

"There are so many upcoming contracts from the Demonstration. We want to be sure that minority contractors avail themselves of all the resources that are out there," explains Jim Fortune, MHFA Small and Minority Business Officer.

The meeting was held in August at MHFA's offices. Representatives from the SBA made presentations and fielded questions from the 100-plus attendees.

Patrick McGowan, Regional Administrator for the SBA, explained recent changes at the agency and provided an overview of its mission and programs.

The Small Business Administration offered a training session at MHFA in August to explain its programs and services.

"Ninety-nine percent of all jobs created in the last decade come from small businesses. The SBA works nationwide to develop this vital sector of the American economy," he said. "You should act as sponges and get as much information as possible at this meeting and at future one-on-one meetings. As an agency, we are more prepared than ever to meet your needs and provide a variety of programs."

Representatives from SBA discussed individual programs and broke the audience into small discussion groups to better answer specific questions. SBA programs include:

- **7(a) Loan Guarantee Program.** This program provides small businesses with long-term funding when financing cannot be obtained through normal lending channels. Applicants go to a participating private lender, which will make a loan guaranteed up to 90% by the SBA. The SBA contact at the regional office is Anne Rice, Supervisor, Economic Development, (617) 565-5577.

- **Surety Bond Guarantee Program.** The SBA guarantees bonds for contracts up to $1.25 million, covering bid, performance, and payment bonds for small and emerging contractors who cannot obtain surety bonds through the regular commercial channels. Like the SBA's loan programs, the contractor works with a participating bonding company. Contact: Lillian A. Evans, Surety Bond Specialist, (617) 565-5589.

- **SCORE Counseling (Service Corps of Retired Executives).** SCORE is made up of retired executives who volunteer to counsel small business owners. Counselors analyze each business and its operations and offer suggestions on how a client can successfully correct problems, develop a business plan, or institute changes to the business. Contact a SCORE counselor at (617) 565-5591.

- **SBA Resources.** The Business Information Center is a reference/resource facility with computers, video monitors, modems, CD-ROM, and over 200 Entrepreneur Start-Up Business Guides available to help people who are in business or who are planning on starting a business. The center is located at 10 Causeway Street, Room 265. It's open Monday through Friday, 10:00 a.m. to 3:00 p.m. Contact: Andrea Ross, Manager of the Business Information Center at (617) 565-5615.

"We are extremely pleased with the turnout for the MHFA/SBA information meeting," says Mr. McGowan. "It is important for agencies working toward similar goals to share information and point out complementary programs for the public." ■

Field Placement in EO Division

Jody Sciolett

Stacey Ecoffey is a first-year graduate student studying Social Work at Boston College. She recently began her seven-month field placement in the MHFA Equal Opportunity Division. She will work on a variety of assignments, including promoting the Agency's MBE programs and improving outreach to American Indian groups in Massachusetts. Ms. Ecoffey hails from South Dakota and is a member of the Oglala Lakota tribe. Following graduation, she plans to work with Native Americans to increase their opportunities for economic development.

Construction Managers Initiative

A few months ago, MHFA suggested a joint venture model, called the Construction Managers Initiative, to help minority subcontractors participate in larger contracts for the Demonstration. In the model, minority subcontractors form partnerships that act as the general contractor during a Demonstration Disposition Program contract. Subcontractors also hire an independent construction manager to oversee the administrative and managerial functions of the contract work. This partnership allows subcontractors to be proactive in winning a contract rather than waiting for a call from a general contractor.

The Contractors' Association of Boston (CAB) is acting as the "matchmaker" for these partnerships. "Now is the time to form these collaborations," says Tymothy Kennedy, Director of CAB. "In the late winter and early spring of 1996, bids will be issued for construction work on the Demonstration. The Construction Managers Initiative is a path that subs may want to take in order to gain bigger contracts and expand their experience."

For more information about forming partnerships, contact Jim Fortune, MHFA Small and Minority Business Officer, at (617) 854-1829, or Tymothy Kennedy, Director of the Contractors' Association of Boston, at (617) 442-4680. ■

Help MHFA Identify Minority Contractors

MHFA continues to gather information on minority contractors. Surveys were sent to contractors last year and are still being collected. The survey is used to identify minority contractors and determine if they will need help in specific areas, such as acquiring bonding, in order to compete for Demonstration Disposition Program contracts.

Please call Paul King at (617) 854-1709 if you would like to receive a contractors survey.

Latino Heritage Month

Celebrating Latino Heritage Month in October, MHFA staff learned about the contributions of Latino educators in America. The event was coordinated by the Agency's Equal Opportunity Division. Dr. Patricia Arredondo, a psychologist and former university professor, spoke about the contributions of Latino educators both historically and today. She emphasized the advantages of being bilingual in today's society. Jose Francisco Ruiz heads the Bilingual Department at The English High School in Jamaica Plain. He shared inspiring anecdotes about students whose motivation and perseverance brought success. The event continues MHFA's tradition of honoring the cultural diversity among its staff. ■

(l–r) Steven Pierce, MHFA Executive Director; Jose Francisco Ruiz, Bilingual Department Head at The English High School; Dr. Patricia Arredondo, Director of Empowerment Workshops; Wilson Henderson, MHFA Director of EO; and Gustavo Vara-Billota, MHFA Senior EO Analyst.

Course Graduations

FayFoto

Above: Accountant Robert Newton (l), graduated from the second section of a 12-week business planning course offered by MHFA and the Minority Business Assistance Center of the College of Management at U-Mass/Boston. A new 12-week course targeting MBEs in construction began on October 24, 1995.

Earle Phillips

Left. Joe Kakley (r) of J&J Kakley & Sons, Inc., was one of 17 graduates of the Springfield Business Planning Course for minority- and women-owned businesses. The six-week course targeted M/WBEs in Western Massachusetts and was co-sponsored by the Springfield Small Business Development Center.

CATA Loans Available

The Collateral and Technical Assistance Loan Program offers minority- and women-owed businesses:

- Lines of Credit for up to $50,000, based on contracts with the Demonstration Disposition Program
- Technical assistance to firms receiving financing
- The opportunity to establish a financing track record. CATA targets companies that would not qualify for financing from a conventional lender.

Businesses can also pre-qualify for a CATA loan, which can be closed when they receive a Demonstration Disposition contract.

The CATA Loan Program is a collaborative effort with the Massachusetts Community Development Finance Corporation (CDFC), the Massachusetts Minority Enterprise Investment Corporation (MEIC), and MHFA.

Since CATA's inception, $416,000 has been committed to loan applicants, and four companies have successfully repaid their loans after completing their Demonstration contracts. Find out more about the CATA Loan Program today.

Contact: Demetriouse Russell
Project Manager
Collateral and Technical Assistance Loan Program
10 Post Office Square, Suite 1090
Boston, MA 02109
(617) 482-9141, ext. 232

GRCC Honors MHFA Intern

Patrick Johnson (l), an intern in MHFA's Equal Opportunity Division for three years, received an award from the Greater Roxbury Chamber of Commerce at its Annual Awards and 100 Listings Dinner in September. Patrick was one of several teens honored as part of GRCC's Corporate Partnership Program with the Boston Public Schools. Patrick works at MHFA through the Agency's New Horizons Program, where he has learned valuable on-the-job computer and administrative skills. He is currently a student at Roxbury Community College and is working toward his General Equivalency Diploma while taking college-level courses.

Henderson Cited as Public Official of the Year

Wilson Henderson, MHFA's Equal Opportunity Division Director, received the Public Official of the Year award from the Minority Developers' Association in July. Over 200 people attended the presentation. The Minority Developers' Association is a trade organization representing people of color in real estate and housing-related fields. The organization presented the award "in honor and recognition of Mr. Henderson's work as Director of Equal Opportunity, which is ensuring that minority businesses are given full access to opportunities at MHFA." ■

Special Effects Photography

MHFA's EO Director Wilson Henderson received the Public Official of the Year award from Ken Guscott of the Minority Developers' Association. (l–r) Other award recipients, Thomas Lucey of RECOLL and Daniel Dennis, with Wilson Henderson and Ken Guscott.

STARR Starts the School Year

The STARR Mentor Program (Striving Toward Academic Recognition and Respect) began in 1991 and brings volunteers from MHFA's staff into the classroom of the Quincy E. Dickerman Elementary School to provide one-on-one academic support and serve as role models. This year's fourth-grade class welcomed the return of their mentors as the students entered the second year of the program.

"Keeping the kids and mentors together from year to year helps build relationships," says Pauline Coulter, Senior Equal Opportunity Analyst and STARR coordinator. "This year the mentors will coordinate their efforts with the Dickerman School's fourth-grade teacher, Eleanor Fuller."

Seventeen mentors from departments throughout MHFA are working with the youngsters in the classroom and leading cultural and educational field trips. New this fall is STARR's involvement with Project REACH BACK at the University of Massachusetts-Boston. REACH BACK uses theater to help children address conflicts in different scenarios.

"Involvement in theater will help the children work together and cope with real-life situations. At the same time, the exercises can highlight individual talents, building self esteem." says Coulter. ■

STARR mentor, Richard Nicks, MHFA Administrative Services Manager, offers guidance and encouragement in a Boston classroom.

Property Management Group Expands

When MHFA established the MBE Linkage Area (Roxbury, North Dorchester, Mattapan, and parts of the South End and Jamaica Plain), it created an Advisory Committee made up of MBEs, property managers, and public officials. In order to focus specifically on management issues in the Linkage Area, the Ad Hoc Subcommittee was formed soon thereafter.

The Ad Hoc Subcommittee recently expanded and invited key property management executives from across the state to join.

"The group meets three or four times yearly. Members discuss ways to meet their MBE goals, share strategies for connecting with minority business owners, and organize management company participation in MHFA-sponsored programs," explains Wilson Henderson, MHFA Director of Equal Opportunity. "We welcome our new members."

The next Ad Hoc Subcommittee meeting will be held at MHFA on November 14. Please contact Gustavo Vara-Billota, Senior Equal Opportunity Analyst, at (617) 854-1827 if you would like to receive minutes from that meeting.

Founding Members of the Ad Hoc Subcommittee:

Martha Abrams-Bell, Vice President
Abrams Management Co.

Martin Bresnick, President
Atlantic Investment Management

Allen Carleton, President
State Street Development & Management Corp.

Kenneth Guscott, CEO
Long Bay Management Co.

Michael McDonald, Regional Property Manager
Wingate Management Co.

Lorenzo Pitts, President
Lorenzo Pitts, Inc.

Judy Weber, Director of Property Management
The Community Builders, Inc.

William Wollinger, President
Winn Management Co.

Wendell Yee, President
CJ Management Co.

New Members:

Betty Anderson, CEO
Federal Management Company

Stephan Baptista, President
Cornell Management Corp. & Peabody Properties

Melinda Berg, President & CFO
Van Emden Management Corp.

Dick Cooper, President
Sentry Property Management Corp.

Stuart Comins, Regional Manager
Crowninshield Management Corp.

John B. Cruz III, President
Cruz Management Co., Inc.

Carol Dempsey, President
American Properties Team, Inc.

Steve Dubuque, CEO
South Shore Housing Development Corp.

Robert Evans, CEO
Cornerstone Corp.

Carolyn Gibson, President
Gibraltar Associates, Inc.

Barry Kelliher, CEO
Peabody Properties

Robert Pickette, President
Corcoran Management Co.

John Rosenthal, President
Meredith Management Group

Success Breeds Success

Robert Hernandez, Attorney-at-Law

"My eighth-grade guidance counselor asked me what I wanted to do someday," recalls Robert Hernandez. "I said that I wanted to go into politics, and he suggested studying law. From that day onward, I knew I would be a lawyer."

Robert LeRoux Hernandez is now a successful attorney based in Malden. His general practice includes civil litigation and real estate and business law.

He remembers being perhaps the first Latino to attend Harvard Law School in the 1970s. "While at Harvard, I became more interested in my ethnicity," he says. But Hernandez had few reference points. Both at Harvard and at Princeton during his undergraduate years, he was isolated from other Latinos. "While I was at Princeton, I only knew one other Hispanic student."

Mr. Hernandez decided to relearn his family's Ecuadorian traditions and relearn Spanish. "I also decided during college that I wanted to work with minority communities and the poor."

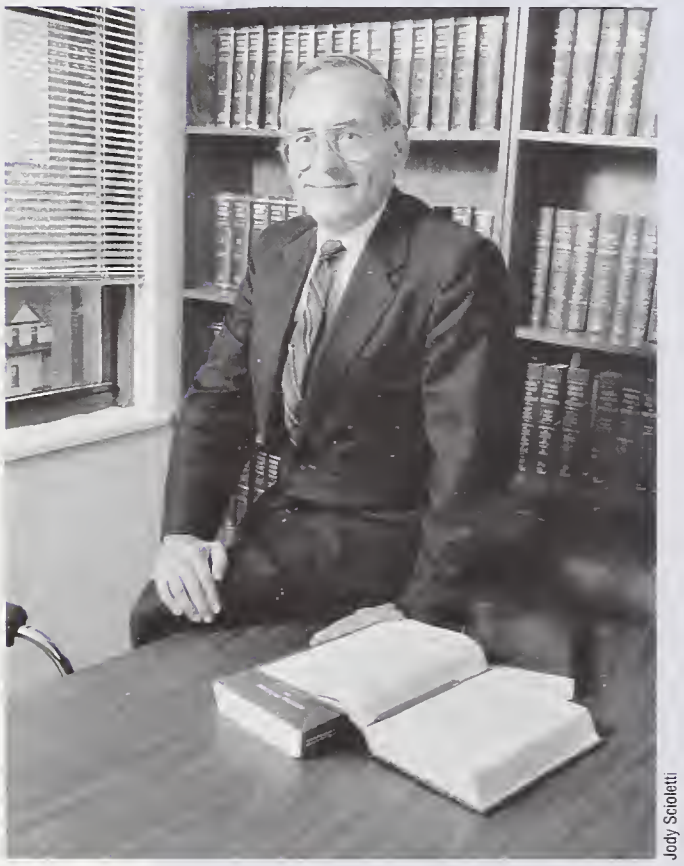
Upon graduation, Hernandez was hired as Assistant General Counsel for the Massachusetts Department of Public Welfare. Soon he became Director of Title XX Planning, for which he produced an annual social services plan for the Commonwealth under the Social Security Act.

In 1980, Hernandez reviewed his successful administrative career and realized that he missed using his legal training. He opened a private practice.

"My experience has allowed me to become a bridge between the minority community and majority-controlled institutions."

Robert Hernandez

Attorney-at-Law



Jody Scioletti

Robert Hernandez, Attorney-at-Law

"My advice to any attorney starting out is that trying to maintain a part-time practice while working full time will not make a meaningful difference. I had to make the decision to go full time," he says.

Mr. Hernandez is currently president of the New England Region of the Hispanic National Bar Association and past president of the Massachusetts Association of Hispanic Attorneys. He has observed the roadblocks and opportunities for minorities going into law.

"Both minority vendors and professionals face the same kinds of prejudices. At first, I found myself pigeonholed into only getting cases where the criminal defendants spoke Spanish. I wanted those kinds of cases but became frustrated when I was passed over for other things."

Hernandez adds that his thinking has now come full circle. As his career has matured, he finds himself actively seeking cases in the Latino community. "My experience has allowed me to become a bridge between the minority community and majority-controlled institutions. Currently, I am focusing on the need for more Hispanic judges."

Mr. Hernandez' interest in economic development led him to MHFA about three years ago. He serves on the Agency's MBE Linkage Program Advisory Committee and is working to get the word out about professional opportunities for minorities in the Demonstration Disposition Program. He is also a member of the Latino Developers' Consortium, which regularly discusses Latino participation in the Demonstration.

In addressing MHFA's professional goals (increasing opportunities for minority attorneys, accountants, and insurance agents at MHFA-financed developments), Mr. Hernandez comments, "I am cognizant of the way that MHFA stands at the forefront of this issue. The Agency has a done a great job of providing training for minority entrepreneurs. I'd like to see a mentor program for attorneys like the one the Agency currently runs linking minority CPAs with majority mentors."

"I'm aware that many property managers have long-standing relationships with their attorneys," he adds. "But I remind them that there is a variety of legal work to be done, and minority attorneys are looking for that work."

Mr. Hernandez has seen Hispanic attorneys grow from a handful to over 200 across the state. He hopes to see that number continue to climb to more truly reflect the number of Latinos living in Massachusetts.

Corcoran Management Company, Inc.

Vendors owe it to themselves to become familiar with Robert Pickette, President of Corcoran Management Company, Inc., and Corcoran's Vice President and Director of Physical Plant, John Scopelleti. Corcoran manages over 6,700 units of housing and 1 million square feet of commercial space. That translates to a lot of contracts, and Mr. Pickette and his staff are continually seeking out qualified minority business vendors. Corcoran Management, headquartered in Braintree, manages eight MHFA-financed developments throughout the state.

For these eight properties, Corcoran exceeded MHFA's FY '95 goals for statewide MBE usage with an overall 16% achievement, compared to a 12% goal.

"Corcoran holds quarterly Vendor Days where we invite businesses to meet our site managers," says John Scopelleti. "Corcoran does its bidding on an annual basis, so we conduct many vendor interviews in July because our budgets are due in the fall."

"But we are extremely open to talking with new businesses throughout the year," Mr. Pickette adds.

Corcoran representatives will sometimes meet two or three times with a vendor who is interested in bidding. Often minority-owned businesses are small business owners, and Corcoran takes the time to help them put together a bid package that meets Corcoran's specifications.

"We prefer to meet with the principal in the business, rather than a representative," Pickette advises. "That way we can talk more meaningfully about pricing."

Mr. Pickette and Mr. Scopelleti would like to see some small vendors get training in how to put a bid package together. "Many times, an MBE will meet with us, and all he or she has is a business card," says Pickette. "It is much more helpful if he or she can present a sheet listing references and a summary of the capabilities of the business — such as whether it carries enough insurance. It does not have to be a slick brochure, just a simple presentation of facts."

Special Effects Photography

Cameron Grannum (l), President of Cammie's Floor Covering Co., is mentored by Robert Pickette (standing), President of Corcoran Management Company, Inc., and John Scopelleti, Corcoran Director of Physical Plant.

Corcoran Management Company is very active in MHFA-sponsored MBE initiatives. The company regularly attends the Agency's MBE/Management Company Trade Fairs. It has also been involved in the Mentor Program since the program's inception. Corcoran has mentored six different vendors and is currently working with Cameron Grannum of Cammie's Floor Covering Company, Inc.

"When we first started working with Cammie, he was purchasing carpeting through a competitor because he could not get a lower price from the manufacturer," explains Scopelleti. We met with representatives from Armstrong in Philadelphia. We explained how much business this vendor was getting from our company, and they negotiated a better price for him."

Mr. Pickette is a member of MHFA's Ad Hoc Subcommittee of the MBE Linkage Committee. This is a forum for property managers of MHFA-financed developments to discuss MBE goals and ways to achieve them. Both Robert Pickette and John Scopelleti will agree that MHFA's goals are challenging but see their efforts as a way to give back to the community.

"We prefer to meet with the principal in the business, rather than a representative. That way we can talk more meaningfully about pricing."

Robert Pickette
President of
Corcoran Management
Company, Inc.

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
ACOUSTIC CEILING	Whittier Terrace	Beacon Residential Mgmt.	Maureen Stetson	(508) 791-1472	12/31/95
AIR CONOITIONING	Harbor Point Apts.	CMJ Mgmt.	Joseph Whalen	(617) 436-3514	11/1/95-2/28/96
AIR COND./HEATING CONTR.	Silsbee Towers Apts.	Simon Co.	Maggy Macha	(617) 593-6515	11/1/95-2/28/96
ALARMS — VISUAL	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	11/1/95-2/28/96
ANSWERING SERVICE	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
APARTMENT RENTALS	Hanover Woods	Harbor Mgmt. Corp.	Avio Sacchetti	(617) 826-1185	11/1/95-2/28/96
APPLIANCE REPLACEMENT	Fulton Street Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing
	Brighton Gardens Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing
APPLIANCES	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra LePore	(413) 789-1131	11/1/95-2/28/96
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413) 734-3276	Ongoing
	Sherwood Village	Cornerstone Corp.	Chitra Mangra	(508) 651-1811	Ongoing
	Pleasant Plaza	Cornerstone Corp.	Nancy Pagliaro	(617) 397-7515	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508) 852-2521	Ongoing
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508) 755-6062	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413) 736-2502	Ongoing
	Malden Gardens	Cornerstone Corp.	Janet King	(617) 322-0580	Ongoing
	Brayton Hill Apts.	Allen Mgmt. Co.	Ann DeBowes	(413) 663-3645	Ongoing
	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413) 596-8372	11/1/95-2/28/96
ASPHALT SEALING	Northeast Apts.	Marken Properties, Inc.	Daniel Drain	(413) 532-9268	11/1/95-2/28/96
ASPHALT WORK	Riverboat Village Apts.	Meredith Mgmt. Corp.	Robert Brunelle	(413) 532-9461	11/1/95-2/28/96
	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
AUDITING SERVICES	Fulton Street Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing
	Brighton Gardens Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing
AUTO OEALERSHIP	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	11/1/95-2/28/96
BENCHES — OUTSIDE	Fort Heath Apts.	Fort Heath Mgmt.	Sanford Kaplan	(617) 527-2400	11/30/95
	Waterview Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
CABINET INSTALLATION	Norway Housing	Wingate Mgmt. Co.	Earl Henry	(617) 236-1978	11/1/95-2/28/96
CABINET REPLACEMENT	Lord Manor	Weston Assoc. Mgmt. Co.	George Kay	(508) 452-5575	Ongoing
	Northeast Apts.	Marken Properties, Inc.	Daniel Drain	(413) 532-9268	11/1/95-2/28/96
CARPENTRY	Norway Housing	Wingate Mgmt. Co.	Earl Henry	(617) 236-1978	11/1/95-2/28/96
	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413) 253-3000	Ongoing
	Meadowbrook Apts.	Meadowbrook Co.	Jan Roberts	(413) 584-7590	11/1/95-2/28/96
	Johnsonia Apts.	Johnsonia Real Estate	Elinor Mundie	(508) 345-6825	11/1/95-2/28/96
	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing
	Sherwood Village	Cornerstone Corporation	Chitra Mangra	(508) 651-1811	11/1/95-2/28/96
CARPETING	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413) 596-8372	11/1/95-2/28/96
	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra LePore	(413) 789-1131	11/1/95-2/28/96
	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra LePore	(413) 789-1131	11/1/95-2/28/96
	Monatiguot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617) 848-2400	11/1/95-2/28/96
	Catherine Clark Apts.	Peabody Properties Inc.	Kristen McGuire	(617) 282-6554	11/1/95-2/28/96
	Mt. Pleasant Apts.	Peabody Properties	Laurie McPherson	(617) 623-5810	11/1/95-2/28/96
	Chelsea Village	Peabody Properties	Kelly Dirienzo	(617) 884-5944	1/15/96
	John W. Weeks House	Newton Comm. Devel. Fnd.	Karen A. Kita	(617) 964-8644	11/1/95-2/28/96
	Brookside Terrace	Meredith Mgmt. Corp.	Gary LaRoche	(508) 764-7675	11/1/95-2/28/96
	Heritage Green	Meredith Mgmt. Corp.	Ed Merriam	(508) 347-2200	11/1/95-2/28/96
	Prescott Mill	Meredith Mgmt. Corp.	Richard Czermak	(508) 368-8050	11/1/95-2/28/96
	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413) 253-3000	Ongoing
	Meadowbrook Apts.	Meadowbrook Co.	Jan Roberts	(413) 584-7590	11/1/95-2/28/96
	St. Mathieus Apts.	Karam Mgmt. Co.	Donna Catalan	(508) 679-8353	11/1/95-2/28/96
	Kimball Courts Apts.	JRM Mgmt. Co.	Harry Dragonis	(617) 933-9900	11/1/95-2/28/96
	Johnsonia Apts.	Johnsonia Real Estate	Elinor Mundie	(508) 345-6825	11/1/95-2/28/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	11/1/95-2/28/96
	Chestnut Park Associates	Dolben Company	Linda Lucerino	(413) 731-0900	Ongoing
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing

As of November 1995

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
CARPETING (CONT.)	Ramblewood Apts.	CMJ Mgmt. Co.	Marie Morreale	(617) 767-3636	11/1/95-2/28/96
	Harbor Point Apts.	CMJ Mgmt.	Joseph Whalen	(617) 436-3514	11/1/95-2/28/96
	Buttonwood Acres	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Rockdale West	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Maple Commons	Claremont Mgmt.	Judy Kelly	(413) 734-7771	Ongoing
	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
	Gardner Terrace	AMC/Federal Mgmt. Co.	Debra LeSieur	(508) 226-3457	Ongoing
	Hebron Village	AMC/Federal Mgmt. Co.	Debra LeSieur	(508) 226-3457	Ongoing
	Hebron Mill	AMC/Federal Mgmt. Co.	Debra LeSieur	(508) 226-3457	Ongoing
	Brayton Hill Apts.	Allen Mgmt. Co.	Ann DeBowes	(413) 663-3645	Ongoing
	Power Town Apts.	Allen Mgmt. Co.	Sharon Cottrell	(413) 863-9433	11/1/95-2/28/96
	General Shepard Apts.	Allen Mgmt. Co.	Nancy Auger	(413) 568-1372	11/1/95-2/28/96
	Lord Manor	Weston Assoc. Mgmt. Co.	George Kay	(508) 452-5575	Ongoing
	Tent City	The Community Builders	Charles Payne	(617) 267-8195	11/1/95-2/28/96
	Pilot Grove	The Community Builders	Linda Graves	(508) 897-0313	12/31/95
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Mountain View Terrace	Tambone Mgmt. Corp.	Ann Danley	(617) 438-9111	Ongoing
	Indian Motorcycle Building	Peabody Properties, Inc.	Addie Harris	(413) 734-2955	2/15/96
	Anchors Weigh Apts.	Peabody Properties Inc.	Richard Jenkins	(617) 884-7390	11/1/95-2/28/96
	Riverboat Village Apts.	Meredith Mgmt. Corp.	Robert Brunelle	(413) 532-9461	11/1/95-2/28/96
	Northeast Apts.	Marken Properties, Inc.	Daniel Drain	(413) 532-9268	11/1/95-2/28/96
	Fulton Street Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing
	Brighton Gardens Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	11/1/95-2/28/96
	VBC Apartments	Gibraltar Associates	Emanuel Goodloe	(617) 445-7662	11/1/95-2/28/96
	Fort Heath Apts.	Fort Heath Mgmt.	Sanford Kaplan	(617) 527-2400	Ongoing
	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
	Waterview Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
	General Office	Cruz Mgmt. Co.	William Harding	(617) 445-8117	11/1/95-2/28/96
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413) 734-3276	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413) 736-2502	Ongoing
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508) 755-6062	Ongoing
	Malden Gardens	Cornerstone Corp.	Janet King	(617) 322-0580	Ongoing
	Sherwood Village	Cornerstone Corp.	Chitra Mangra	(508) 651-1811	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508) 852-2521	Ongoing
	Sherwood Village	Cornerstone Corporation	Chitra Mangra	(508) 651-1811	11/1/95-2/28/96
	Academy Knoll Apts.	American Properties Inc.	Kerrie MacQuarrie	(508) 481-2330	11/1/95-2/28/96
CERAMIC TILE FLOORS	Fort Heath Apts.	Fort Heath Mgmt.	Sanford Kaplan	(617) 527-2400	11/30/95
CLEANING	Loring Towers	NHP Property Mgmt.	Nancy Hearne	(508) 745-2055	11/1/95-2/28/96
	Anchors Weigh Apts.	Peabody Properties Inc.	Richard Jenkins	(617) 884-7390	11/1/95-2/28/96
	Chelsea Village	Peabody Properties	Kelly Dirienzo	(617) 884-5944	1/15/96
	Riverboat Village Apts.	Meredith Mgmt. Corp.	Robert Brunelle	(413) 532-9461	11/1/95-2/28/96
	Heritage Green	Meredith Mgmt. Corp.	Ed Merriam	(508) 347-2200	11/1/95-2/28/96
	Meadowbrook Apts.	Meadowbrook Co.	Jan Roberts	(413) 584-7590	11/1/95-2/28/96
	Meadowbrook Apts.	Meadowbrook Co.	Jan Roberts	(413) 584-7590	11/1/95-2/28/96
	St. Mathieus Apts.	Karam Mgmt. Co.	Donna Catalan	(508) 679-8353	11/1/95-2/28/96
	Kimball Courts Apts.	JRM Mgmt. Co.	Harry Dragonis	(617) 933-9900	11/1/95-2/28/96
	Kimball Courts Apts.	JRM Mgmt. Co.	Harry Dragonis	(617) 933-9900	11/1/95-2/28/96
	Kings Lynne Apts.	CMJ Mgmt. Co.	Karen O'Rourke	(617) 581-7106	11/1/95-2/28/96
	Bayberry	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Buttonwood Acres	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Rockdale West	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
COPY MACHINE REPAIR	Maple Commons	Claremont Mgmt.	Judy Kelly	(413) 734-7771	11/1/95-2/28/96
COPY MACHINES	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508) 852-2521	11/30/95
COUNTER TOP REPLACEMENT	Fulton Street Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
COURTYARD IMPROVEMENTS	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
DECORATING	General Shepard Apts.	Allen Mgmt. Co.	Nancy Auger	(413) 568-1372	11/1/95-2/28/96
DOOR (LEVER REPLACEMENT)	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
	Waterview Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
DOORS	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
DRAINAGE & SEWER WORK	Wood Ridge Homes	Barkan Mgmt. Co.	Linda Feeney	(508) 682-7093	11/1/95-2/28/96
DRIVEWAY SEALING	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
ELECTRICAL	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Silsbee Towers Apts.	Simon Co.	Maggy Macha	(617) 593-6515	11/1/95-2/28/96
	Silsbee Tower Apts.	Simon Co.	Maggie Macha	(617) 593-6515	11/1/95-2/28/96
	Olde Derby Village	Simon Co.	Paula Romano	(617) 769-8890	11/1/95-2/28/96
	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413) 253-3000	Ongoing
	Meadowbrook Apts.	Meadowbrook Co.	Jan Roberts	(413) 584-7590	11/1/95-2/28/96
	Washington Heights Apts.	Gibraltar Associates	Emanuel Goodloe	(617) 445-7662	11/1/95-2/28/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing
	Kings Lynne Apts.	CMJ Mgmt. Co.	Karen O'Rourke	(617) 581-7106	11/1/95-2/28/96
	Wood Ridge Homes	Barkan Mgmt. Co.	Linda Feeney	(508) 682-7093	11/1/95-2/28/96
	Forbes Building	All City Mgmt.	Sam Gibson	(617) 738-4980	Ongoing
ELEVATOR MAINTENANCE	Anchors Weigh Apts.	Peabody Properties Inc.	Richard Jenkins	(617) 884-7390	11/1/95-2/28/96
	Mt. Pleasant Apts.	Peabody Properties	Laurie McPherson	(617) 623-5810	11/1/95-2/28/96
	Kimball Courts Apts.	JRM Mgmt. Co.	Harry Dragonis	(617) 933-9900	11/1/95-2/28/96
	Taber Mill Apts.	Boston Land Company, Inc.	Wayne Martin	(508) 996-3111	11/1/95-2/28/96
ELEVATOR REPLACEMENT	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
	Fort Heath Apts.	Fort Heath Mgmt.	Sanford Kaplan	(617) 527-2400	12/31/95
EXTERMINATING	Indian Motorcycle Building	Peabody Properties, Inc.	Addie Harris	(413) 734-2955	1/27/96
	Monatiguot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617) 848-2400	11/1/95-2/28/96
	Chelsea Village	Peabody Properties	Kelly Dirienzo	(617) 884-5944	1/15/96
	Maple Commons	Claremont Mgmt.	Judy Kelly	(413) 734-7771	Ongoing
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508) 342-8688	Ongoing
	Wood Ridge Homes	Barkan Mgmt. Co.	Linda Feeney	(508) 682-7093	11/1/95-2/28/96
FENCING	Riverboat Village Apts.	Meredith Mgmt. Corp.	Robert Brunelle	(413) 532-9461	11/1/95-2/28/96
	Falls View Apts.	Allandale Mgmt Co.	Vi Baldwin	(413) 594-5113	11/1/95-2/28/96
FIRE ALARM SYSTEM	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing
	Taber Mill Apts.	Boston Land Company, Inc.	Wayne Martin	(508) 996-3111	11/1/95-2/28/96
	Forbes Building	All City Mgmt.	Sam Gibson	(617) 738-4980	Ongoing
FIRE ALARM SYSTEM MAINT.	Anchors Weigh Apts.	Peabody Properties Inc.	Richard Jenkins	(617) 884-7390	11/1/95-2/28/96
FIRE ALARM TESTING	Monatiguot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617) 848-2400	11/1/95-2/28/96
	Indian Motorcycle Building	Peabody Properties, Inc.	Addie Harris	(413) 734-2955	1/27/96
	Arsenal Apts.	Gilbane Properties Inc.	Joanne M. Keenan	(617) 924-5565	11/1/95-2/28/96
FIRE DOORS	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
FIRE SPRINKLER	Forbes Building	All City Mgmt.	Sam Gibson	(617) 738-4980	Ongoing
FIRE SPRINKLER SERVICE	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
FLOORING	Greater Lynn Mental Health	Eastern Mass. Hous. Corp.	Janet Hebert	(617) 593-1088	11/1/95-2/28/96
FLOORING INSTALLATION	Norway Housing	Wingate Mgmt. Co.	Earl Henry	(617) 236-1978	11/1/95-2/28/96
FUEL	Mt. Pleasant Apts.	Peabody Properties	Laurie McPherson	(617) 623-5810	11/1/95-2/28/96
GARAGE EXPANSION	Ramblewood Apts.	CMJ Mgmt. Co.	Marie Morreale	(617) 767-3636	11/1/95-2/28/96
GENERAL CONTRACTORS	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	11/1/95-2/28/96
GENERATOR	Taber Mill Apts.	Boston Land Company, Inc.	Wayne Martin	(508) 996-3111	11/1/95-2/28/96
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508) 342-8688	1/96
	Forbes Building	All City Mgmt.	Sam Gibson	(617) 738-4980	Ongoing
GLASS REPLACEMENT	Fort Heath Apts.	Fort Heath Mgmt.	Sanford Kaplan	(617) 527-2400	Ongoing

As of November 1995

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
GUTTER WORK	Wood Ridge Homes	Barkan Mgmt. Co.	Linda Feeney	(508) 682-7093	11/1/95-2/28/96
HARDWARE SUPPLIES	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
HEATING	Harbor Point Apts.	CMJ Mgmt.	Joseph Whalen	(617) 436-3514	11/1/95-2/28/96
HOUSING	Borden Place Apts.	Peabody Properties Inc.	Patricia Lomba	(508) 673-8410	11/1/95-2/28/96
HOUSING—ELDERLY & HANDICAP	Pierce House	Meredith Mgmt. Corp.	Terri Calderone	(617) 965-2200	11/1/95-2/28/96
HOUSING FOR ELDERLY	The Academy Bldg.	Corcoran Mgmt.	Nancy Gaudet	(617) 849-0011	11/1/95-2/28/96
HVAC MAINTENANCE	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
HVAC SERVICES	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing
INTERCOM REPAIR/INSTALLATION	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Washington Heights Apts.	Gibraltar Associates	Emanuel Goodloe	(617) 445-7662	11/1/95-2/28/96
JANITORIAL	Tent City	The Community Builders	Charles Payne	(617) 267-8195	11/1/95-2/28/96
	Mt. Pleasant Apts.	Peabody Properties	Laurie McPherson	(617) 623-5810	11/1/95-2/28/96
	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing
	Monatiguot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617) 848-2400	11/1/95-2/28/96
	Hampton Court	Federal Mgmt. Co.	Mark Fowles	(413) 585-0020	Ongoing
	Pleasant Plaza	Cornerstone Corp.	Nancy Pagliaro	(617) 397-7515	Ongoing
JANITORIAL SUPPLIES	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413) 596-8372	11/1/95-2/28/96
	Catherine Clark Apts.	Peabody Properties Inc.	Kristen McGuire	(617) 282-6554	11/1/95-2/28/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413) 734-3276	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508) 852-2521	Ongoing
	Malden Gardens	Cornerstone Corp.	Janet King	(617) 322-0580	Ongoing
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508) 755-6062	Ongoing
	Pleasant Plaza	Cornerstone Corp.	Nancy Pagliaro	(617) 397-7515	Ongoing
	Sherwood Village	Cornerstone Corp.	Chitra Mangra	(508) 651-1811	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413) 736-2502	Ongoing
	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
	Power Town Apts.	Allen Mgmt. Co.	Sharon Cottrell	(413) 863-9433	11/1/95-2/28/96
	Brayton Hill Apts.	Allen Mgmt. Co.	Ann DeBowes	(413) 663-3645	Ongoing
	Forbes Building	All City Mgmt.	Sam Gibson	(617) 738-4980	Ongoing
LANDSCAPING	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Silsbee Towers Apts.	Simon Co.	Maggy Macha	(617) 593-6515	11/1/95-2/28/96
	Mt. Pleasant Apts.	Peabody Properties	Laurie McPherson	(617) 623-5810	11/1/95-2/28/96
	Heritage Green	Meredith Mgmt. Corp.	Ed Merriam	(508) 347-2200	11/1/95-2/28/96
	Brookside Terrace	Meredith Mgmt. Corp.	Gary LaRoche	(508) 764-7675	11/1/95-2/28/96
	Kimball Courts Apts.	JRM Mgmt. Co.	Harry Dragonis	(617) 933-9900	11/1/95-2/28/96
	Hampton Court	Federal Mgmt. Co.	Mark Fowles	(413) 585-0020	Ongoing
	Wood Ridge Homes	Barkan Mgmt. Co.	Linda Feeney	(508) 682-7093	11/1/95-2/28/96
	Brayton Hill Apts.	Allen Mgmt. Co.	Ann DeBowes	(413) 663-3645	Ongoing
	Mountain View Terrace	Tambone Mgmt. Corp.	Ann Danley	(617) 438-9111	12/15/95
	Prescott Mill	Meredith Mgmt. Corp.	Richard Czermak	(508) 368-8050	11/1/95-2/28/96
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	11/1/95-2/28/96
	Forbes Building	All City Mgmt.	Sam Gibson	(617) 738-4980	12/1/95
LAWN MAINTENANCE	Brayton Hill Apts.	Allen Mgmt. Co.	Ann DeBowes	(413) 663-3645	Ongoing
LAWN & TREE CARE	Taber Mill Apts.	Boston Land Company, Inc.	Wayne Martin	(508) 996-3111	11/1/95-2/28/96
LEAD REMOVAL	Maple Commons	Claremont Mgmt.	Judy Kelly	(413) 734-7771	Ongoing
LIGHTING	Fort Heath Apts.	Fort Heath Mgmt.	Sanford Kaplan	(617) 527-2400	11/30/95
	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
	Brayton Hill Apts.	Allen Mgmt. Co.	Ann DeBowes	(413) 663-3645	Ongoing
LINOLEUM	Indian Motorcycle Building	Peabody Properties, Inc.	Addie Harris	(413) 734-2955	2/15/96

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
LINOLEUM KITCHEN/BATH	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	11/1/95-2/28/96
LINOLEUM REPLACEMENT	Power Town Apts.	Allen Mgmt. Co.	Sharon Cottrell	(413) 863-9433	11/1/95-2/28/96
LOCKSMITH	Whittier Terrace	Beacon Residential Mgmt.	Maureen Stetson	(508) 791-1472	1/31/96
MAINTENANCE CONTRACT	Indian Motorcycle Building	Peabody Properties, Inc.	Addie Harris	(413) 734-2955	1/27/96
MAINTENANCE SUPPLIES	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Chestnut Park Associates	Dolben Company	Linda Lucerino	(413) 731-0900	Ongoing
	Sherwood Village	Cornerstone Corp.	Chitra Mangra	(508) 651-1811	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413) 736-2502	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413) 734-3276	Ongoing
	Pleasant Plaza	Cornerstone Corp.	Nancy Pagliaro	(617) 397-7515	Ongoing
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508) 755-6062	Ongoing
	Malden Gardens	Cornerstone Corp.	Janet King	(617) 322-0580	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508) 852-2521	Ongoing
	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
MASONRY	Nuestra Properties	Winn Mgmt. Co.	David Perez	(617) 442-8472	11/1/95-2/28/96
	Pilot Grove	The Community Builders	Linda Graves	(508) 897-0313	12/31/95
	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413) 253-3000	Spring
	Cable Gardens Apts.	Harbor Mgmt. Co.	Joanne Sweeney	(508) 356-1199	11/1/95-2/28/96
	James Steam Mill	Davis Realty	Susan Sandercock	(508) 465-5166	11/1/95-2/28/96
	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing
	General Shepard Apts.	Allen Mgmt. Co.	Nancy Auger	(413) 568-1372	11/1/95-2/28/96
MASONRY — WATERPROOFING	Northeast Apts.	Marken Properties, Inc.	Daniel Drain	(413) 532-9268	11/1/95-2/28/96
OFFICE FURNITURE	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
OFFICE SUPPLIES	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Mt. Pleasant Apts.	Peabody Properties	Laurie McPherson	(617) 623-5810	11/1/95-2/28/96
	Kimball Courts Apts.	JRM Mgmt. Co.	Harry Dragonis	(617) 933-9900	11/1/95-2/28/96
	Pleasant Plaza	Cornerstone Corp.	Nancy Pagliaro	(617) 397-7515	Ongoing
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508) 755-6062	Ongoing
	Malden Gardens	Cornerstone Corp.	Janet King	(617) 322-0580	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508) 852-2521	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413) 734-3276	Ongoing
	Sherwood Village	Cornerstone Corp.	Chitra Mangra	(508) 651-1811	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413) 736-2502	Ongoing
	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
	Whittier Terrace	Beacon Residential Mgmt.	Maureen Stetson	(508) 791-1472	Ongoing
	Power Town Apts.	Allen Mgmt. Co.	Sharon Cottrell	(413) 863-9433	11/1/95-2/28/96
	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413) 596-8372	11/1/95-2/28/96
PAINTED—CABINET (FIRE PROOF)	Waterview Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
PAINTING	Catherine Clark Apts.	Peabody Properties Inc.	Kristen McGuire	(617) 282-6554	11/1/95-2/28/96
	Waterway Apts.	Wingate Mgmt. Co.	Joy Agnelli	(508) 534-0390	Ongoing
	Lord Manor	Weston Assoc. Mgmt. Co.	George Kay	(508) 452-5575	Ongoing
	Heywood Place	Van Emden Mgmt.	Joyce Bogren	(508) 630-1403	11/1/95-2/28/96
	Whitney Carriage Park	Van Emden Mgmt.	Johanna Webber	(508) 537-1779	11/1/95-2/28/96
	Tent City	The Community Builders	Charles Payne	(617) 267-8195	11/1/95-2/28/96
	Pilot Grove	The Community Builders	Linda Graves	(508) 897-0313	12/31/95
	Olde Derby Village	Simon Co.	Paula Romano	(617) 769-8890	11/1/95-2/28/96
	Indian Motorcycle Building	Peabody Properties, Inc.	Addie Harris	(413) 734-2955	2/15/96
	Monatiguot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617) 848-2400	11/1/95-2/28/96
	Anchors Weigh Apts.	Peabody Properties Inc.	Richard Jenkins	(617) 884-7390	11/1/95-2/28/96
	Mt. Pleasant Apts.	Peabody Properties	Laurie McPherson	(617) 623-5810	11/1/95-2/28/96
	Chelsea Village	Peabody Properties	Kelly Dirienzo	(617) 884-5944	1/15/96

As of November 1995

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
PAINTING (CONT.)	John W. Weeks House	Newton Comm. Devel. Fnd.	Karen A. Kita	(617) 964-8644	11/1/95-2/28/96
	Riverboat Village Apts.	Meredith Mgmt. Corp.	Robert Brunelle	(413) 532-9461	11/1/95-2/28/96
	Heritage Green	Meredith Mgmt. Corp.	Ed Merriam	(508) 347-2200	11/1/95-2/28/96
	Northeast Apts.	Marken Properties, Inc.	Daniel Drain	(413) 532-9268	11/1/95-2/28/96
	Northeast Apts.	Marken Properties, Inc.	Daniel Drain	(413) 532-9268	11/1/95-2/28/96
	Kimball Courts Apts.	JRM Mgmt. Co.	Harry Dragonis	(617) 933-9900	11/1/95-2/28/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	11/1/95-2/28/96
	Centerville Woods Apts.	Harbor Mgmt. Co.	Joanne Sweeney	(508) 922-5043	11/1/95-2/28/96
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	11/1/95-2/28/96
	Hampton Court	Federal Mgmt. Co.	Mark Fowles	(413) 585-0020	Ongoing
	Greater Lynn Mental Health	Eastern Mass. Hous. Corp.	Janet Hebert	(617) 593-1088	11/1/95-2/28/96
	Chestnut Park Associates	Dolben Company	Linda Lucerino	(413) 731-0900	Ongoing
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
	Sherwood Village	Cornerstone Corporation	Chitra Mangra	(508) 651-1811	11/1/95-2/28/96
	Harbor Point Apts.	CMJ Mgmt.	Joseph Whalen	(617) 436-3514	11/1/95-2/28/96
	Bayberry	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Buttonwood Acres	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Rockdale West	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
	Brayton Hill Apts.	Allen Mgmt. Co.	Ann DeBowes	(413) 663-3645	Ongoing
	General Shepard Apts.	Allen Mgmt. Co.	Nancy Auger	(413) 568-1372	11/1/95-2/28/96
	Power Town Apts.	Allen Mgmt. Co.	Sharon Cottrell	(413) 863-9433	11/1/95-2/28/96
	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413) 596-8372	11/1/95-2/28/96
	Loring Towers	NHP Property Mgmt.	Nancy Hearne	(508) 745-2055	11/1/95-2/28/96
	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413) 253-3000	Ongoing
	Brookside Terrace	Meredith Mgmt. Corp.	Gary LaRoche	(508) 764-7675	11/1/95-2/28/96
	Brighton Gardens Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing
	Fulton Street Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing
	General Office	Cruz Mgmt. Co.	William Harding	(617) 445-8117	11/1/95-2/28/96
	Sherwood Village	Cornerstone Corp.	Chitra Mangra	(508) 651-1811	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508) 852-2521	Ongoing
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508) 755-6062	Ongoing
	Pleasant Plaza	Cornerstone Corp.	Nancy Pagliaro	(617) 397-7515	Ongoing
	Malden Gardens	Cornerstone Corp.	Janet King	(617) 322-0580	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413) 734-3276	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413) 736-2502	Ongoing
	Kings Lynne Apts.	CMJ Mgmt. Co.	Karen O'Rourke	(617) 581-7106	11/1/95-2/28/96
	Wood Ridge Homes	Barkan Mgmt. Co.	Linda Feeney	(508) 682-7093	11/1/95-2/28/96
	Academy Knoll Apts.	American Properties Inc.	Kerrie MacQuarrie	(508) 481-2330	11/1/95-2/28/96
PARKING LOT LINES	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	11/1/95-2/28/96
PARKING LOT REPAIRS	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	11/1/95-2/28/96
PAVEMENT–RESEALING/STRIPING	Mountain View Terrace	Tambone Mgmt. Corp.	Ann Danley	(617) 438-9111	12/15/95
PAVING	Chelsea Village	Peabody Properties	Kelly Dirienzo	(617) 884-5944	1/15/96
	Meadowbrook Apts.	Meadowbrook Co.	Jan Roberts	(413) 584-7590	11/1/95-2/28/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	11/1/95-2/28/96
	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
	Wood Ridge Homes	Barkan Mgmt. Co.	Linda Feeney	(508) 682-7093	11/1/95-2/28/96
	Falls View Apts.	Allandale Mgmt Co.	Vi Baldwin	(413) 594-5113	11/1/95-2/28/96
PLUMBING	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	Meadowbrook Apts.	Meadowbrook Co.	Jan Roberts	(413) 584-7590	11/1/95-2/28/96
	Washington Heights Apts.	Gibraltar Associates	Emanuel Goodloe	(617) 445-7662	11/1/95-2/28/96
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing
PLUMBING SUPPLIES	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
POOL CHEMICALS	Meadowbrook Apts.	Meadowbrook Co.	Jan Roberts	(413) 584-7590	11/1/95-2/28/96

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
POOL REPAIRS	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413) 253-3000	Spring
PORCHES REPAIR	Brayton Hill Apts.	Allen Mgmt. Co.	Ann DeBowes	(413) 663-3645	Ongoing
POWERWASH (RUSTY A.C. UNITS)	Waterview Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
PRINTING	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
PROPERTY INSURANCE	Fulton Street Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing
	Brighton Gardens Apts.	Lombardi Corp.	Louis Lombardi	(617) 254-7721	Ongoing
REAL ESTATE MGMT.	Boston	Cruz Mgmt. Co.	Jesus Guzman	(617) 445-8117	11/1/95-2/28/96
ROOFING	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	Meadowbrook Apts.	Meadowbrook Co.	Jan Roberts	(413) 584-7590	11/1/95-2/28/96
	Johnsonia Apts.	Johnsonia Real Estate	Elinor Mundie	(508) 345-6825	11/1/95-2/28/96
	Cable Gardens Apts.	Harbor Mgmt. Co.	Joanne Sweeney	(508) 356-1199	11/1/95-2/28/96
	Robinson/Cuticura Mill Apts.	Cornu Mgmt. Co.	Kathryn R. Krager	(617) 324-3725	11/1/95-2/28/96
	Ramblewood Apts.	CMJ Mgmt. Co.	Marie Morreale	(617) 767-3636	11/1/95-2/28/96
	Wood Ridge Homes	Barkan Mgmt. Co.	Linda Feeney	(508) 682-7093	11/1/95-2/28/96
	Forbes Building	All City Mgmt.	Sam Gibson	(617) 738-4980	Ongoing
ROTOTILLING	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
SCREEN REPLACEMENT	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
SEAL COATING	Chelsea Village	Peabody Properties	Kelly Dirienzo	(617) 884-5944	1/15/96
SEAL COATING PARKING LOTS	Robinson/Cuticura Mill Apts.	Cornu Mgmt. Co.	Kathryn R. Krager	(617) 324-3725	11/1/95-2/28/96
SECURITY	Trinity Village	Weston Assoc. Mgmt. Co.	Janet Oshry	(508) 587-1030	11/1/95-2/28/96
	Pilot Grove	The Community Builders	Linda Graves	(508) 897-0313	12/31/95
	Tent City	The Community Builders	Charles Payne	(617) 267-8195	11/1/95-2/28/96
	Mt. Pleasant Apts.	Peabody Properties	Laurie McPherson	(617) 623-5810	11/1/95-2/28/96
	Maple Commons	Claremont Mgmt.	Judy Kelly	(413) 734-7771	Ongoing
	Whittier Terrace	Beacon Residential Mgmt.	Maureen Stetson	(508) 791-1472	12/15/95
SHOWERS FOR HANDICAPPED	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra LePore	(413) 789-1131	11/1/95-2/28/96
SIGNAGE	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
SIGNAGE IN BRAILLE	Waterview Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/195-2/28/96
SNOW PLOWING	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Mt. Pleasant Apts.	Peabody Properties	Laurie McPherson	(617) 623-5810	11/1/95-2/28/96
	Meadowbrook Apts.	Meadowbrook Co.	Jan Roberts	(413) 584-7590	11/1/95-2/28/96
	St. Mathieus Apts.	Karam Mgmt. Co.	Donna Catalan	(508) 679-8353	11/1/95-2/28/96
	Kimball Courts Apts.	JRM Mgmt. Co.	Harry Dragonis	(617) 933-9900	11/1/95-2/28/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
	Sherwood Village	Cornerstone Corporation	Chitra Mangra	(508) 651-1811	11/1/95-2/28/96
	Kings Lynne Apts.	CMJ Mgmt. Co.	Karen O'Rourke	(617) 581-7106	11/1/95-2/28/96
	Drchard Hill Estates	Boston Financial	Teresa Lake	(508) 987-8121	11/1/95-2/28/96
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508) 342-8688	11/95
	Anchorage Apts.	Barkan Mgmt. Co.	Sheila Spellman	(617) 242-4515	11/1/95-2/28/96
STEEL STAIRS REPLACEMENT	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
STOVE VENT	Brayton Hill Apts.	Allen Mgmt. Co.	Ann DeBowes	(413) 663-3645	Ongoing
TILING	Monatiguot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617) 848-2400	11/1/95-2/28/96
	Hadley West Apts.	Peabody Properties, Inc.	Betty Hansen	(508) 373-9571	11/1/95-2/28/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	11/1/95-2/28/96
TRAFFIC LINE PAINTING	Wood Ridge Homes	Barkan Mgmt. Co.	Linda Feeney	(508) 682-7093	11/1/95-2/28/96
TRASH REMOVAL	Indian Motorcycle Building	Peabody Properties, Inc.	Addie Harris	(413) 734-2955	1/27/96
	Mt. Pleasant Apts.	Peabody Properties	Laurie McPherson	(617) 623-5810	11/1/95-2/28/96

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
TRASH REMOVAL (CONT.)	Brookside Terrace	Meredith Mgmt. Corp.	Gary LaRoche	(508) 764-7675	11/1/95-2/28/96
	Kimball Courts Apts.	JRM Mgmt. Co.	Harry Dragonis	(617) 933-9900	11/1/95-2/28/96
	Chestnut Park Associates	Dolben Company	Linda Lucerino	(413) 731-0900	Ongoing
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617) 581-5100	Ongoing
	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing
	Maple Commons	Claremont Mgmt.	Judy Kelly	(413) 734-7771	Ongoing
	Whittier Terrace	Beacon Residential Mgmt.	Maureen Stetson	(508) 791-1472	12/31/95
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508) 342-8688	12/95
	Forbes Building	All City Mgmt.	Sam Gibson	(617) 738-4980	Ongoing
TRIM REPLACEMENT EXTERIOR	Wood Ridge Homes	Barkan Mgmt. Co.	Linda Feeney	(508) 682-7093	11/1/95-2/28/96
UNIFORMS	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
VINYL FLOORING	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra LePore	(413) 789-1131	11/1/95-2/28/96
	Arsenal Apts.	Gilbane Properties Inc.	Joanne M. Keenan	(617) 924-5565	11/1/95-2/28/96
VINYL SIOING	Hampton Court	Federal Mgmt. Co.	Mark Fowles	(413) 585-0020	Ongoing
VINYL TILING INSTALLATION	St. Mathieus Apts.	Karam Mgmt. Co.	Donna Catalan	(508) 679-8353	11/1/95-2/28/96
WALL RETAINER	Falls View Apts.	Allandale Mgmt Co.	Vi Baldwin	(413) 594-5113	11/1/95-2/28/96
WALLCOVERING	Brownstone Gardens	Carr Property Mgmt. Inc.	Jessica Dziurzynski	(413) 252-4596	11/1/95-2/28/96
WALLPAPERING	Greater Lynn Mental Health	Eastern Mass. Hous. Corp.	Janet Hebert	(617) 593-1088	11/1/95-2/28/96
WASHING MACHINE	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan Donahue	(617) 482-8925	11/1/95-2/28/96
WATERPROOFING	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
WATERPROOFING — BRICKWORK	Fort Heath Apts.	Fort Heath Mgmt.	Sanford Kaplan	(617) 527-2400	1/31/96
WATERPROOFING — BUILOING	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	11/1/95-2/28/96
WELDERS	Monatiguot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617) 848-2400	11/1/95-2/28/96
WINOOW GLASS REPLACEMENT	Mountain View Terrace	Tambone Mgmt. Corp.	Ann Danley	(617) 438-9111	Ongoing
WINDOW GLASS THERMO PANE	Hadley West Apts.	Peabody Properties, Inc.	Betty Hansen	(508) 373-9571	11/1/95-2/28/96
WINOOW INSTALLATION	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617) 871-2323	11/1/95-2/28/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
	713 Dudley Street Associates	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	11/1/95-2/28/96
WINDOW REPAIR/REPLACEMENT	Tannery I Apts.	Crowninshield Mgmt.	Walter Gorman	(508) 531-6800	Ongoing
	Forbes Building	All City Mgmt.	Sam Gibson	(617) 738-4980	Ongoing
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	11/1/95-2/28/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
	Falls View Apts.	Allandale Mgmt Co.	Vi Baldwin	(413) 594-5113	11/1/95-2/28/96
WINOOW SHAOES	Johnsonia Apts.	Johnsonia Real Estate	Elinor Mundie	(508) 345-6825	11/1/95-2/28/96
WINOOW WASHING	Rolfe House	SHP Mgmt.	Carol Robb	(617) 593-7884	11/1/95-2/28/96
	Forbes Building	All City Mgmt.	Sam Gibson	(617) 738-4980	Ongoing
	Sherwood Village	Cornerstone Corporation	Chitra Mangra	(508) 651-1811	11/1/95-2/28/96
WINOOW WASHING — EXTERIOR	Silsbee Tower Apts.	Simon Co.	Maggie Macha	(617) 593-6515	11/1/95-2/28/96
WINOOWS	Hampton Court	Federal Mgmt. Co.	Mark Fowles	(413) 585-0020	Ongoing

As of November 1995

(List does not include Demonstration Disposition Program Opportunities)

Vendor List Available

The MHFA maintains a list of MBE vendors, by trade category, for interested MHFA management companies. The list consists of vendors who have participated in MHFA-sponsored trade fairs and/or training programs as well as vendors currently doing business with MHFA-financed developments.

To receive or be added to the list, contact Ken Thompson, Senior Equal Opportunity Analyst, at (617) 854-1826.

Calling all Western Mass. MBEs!

The Advisory Subcommittee of the Western Massachusetts Inner-City Task Force provides the voice for minority businesses in the Springfield area. Begun in 1994, the Advisory Subcommittee has already helped plan a trade fair for MBEs and management companies in Springfield and a training course for MBEs on the basics of starting a business.

"We meet as often as is necessary to make these events happen," says Joan Belt, Chairperson for the subcommittee. "We have a core group of five to ten MBEs who attend the meetings regularly and more volunteers to help run events."

On Wednesday, December 6, the subcommittee will be holding its second MBE/Management Company Trade Fair, at the Rebecca Johnson School in Springfield. "There are many property management representatives in western Massachusetts looking for qualified MBEs. The trade fair introduces them and leads to contracts," Belt explains.

In early 1996, the subcommittee will also host a new training course for MBEs. While last spring's class taught business basics, this four-week program will focus on bidding and cost estimating.

Anyone interested in joining the Advisory Subcommittee or looking to find out more about its upcoming activities, should contact Ken Thompson, MHFA Senior Equal Opportunity Analyst, at (617) 854-1826. ■

Earle Phillips

The Advisory Subcommittee of the Western Massachusetts Inner-City Task Force discusses this year's MBE/Management Company Trade Fair in Springfield.

Register for Upcoming Trade Fair

A trade fair for property management companies and MBEs in Western Massachusetts will be held on:

Wednesday, December 6, 1995
6:00–8:30 p.m.
at the Rebecca Johnson School
55 Catherine Street
Springfield, Massachusetts 01109

Call Ken Thompson, Senior EO Analyst, at (617) 854-1826 to register. **The deadline for reserving a table is Monday, November 27.**

CEO
Challenging Equal Opportunity

Massachusetts Housing Finance Agency
One Beacon Street
Boston, MA 02108

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Paul Cellucci *Lt. Governor*
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